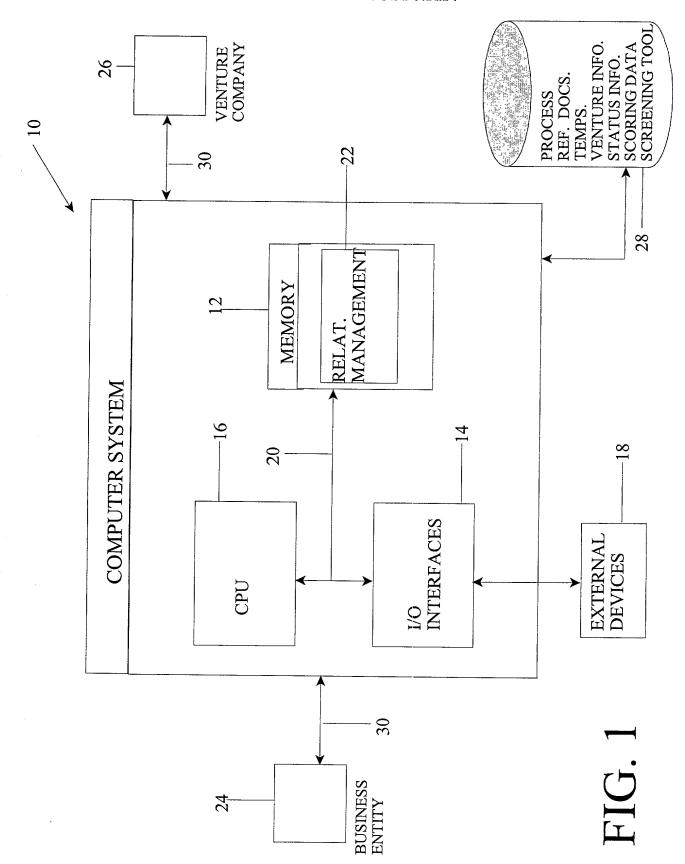
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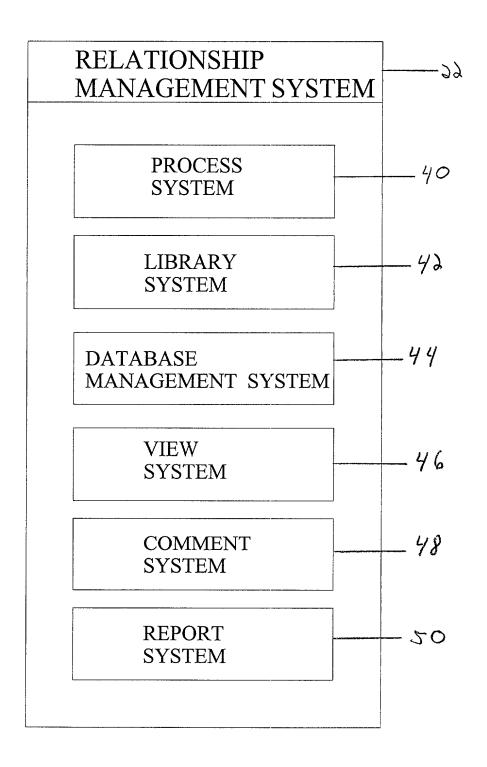


FIG. 2

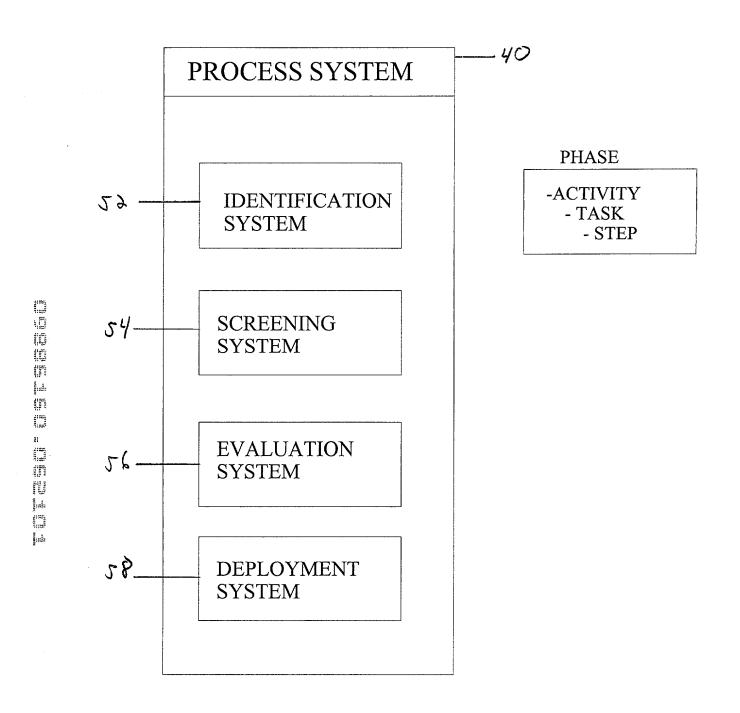


FIG. 3

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79 64 1.1.4 Get IBM Agreement for Exchange of Confidential Information (AECI) 3.3.2 Determine IBM Requirements and Negotiation Strategy for Alliance 79complete Alliance Agreement ---6 3.3.1 Determine customer requirements/desires for the alliance 3.7.3 Negotiate co-marketing agreement with customer 3.8 Coordinate TMC Collaboration When Necessary 3.1.3 Gain IGS Industry Sector Executive Sponsorship 4-64 3 3.4.1 Agree to terms and conditions and language 3.7.1 Determine optimum IBM marketing strategy. 3.7.2 Comply with IBM marketing/branding policy 40 1.3.1 Notify Management
1.3.3 Update NVG Operations Database 2.3.3 Update NVG Operations Database 1.1.5 Receive Confidential Information 1.3.1 Post NVG Tool into Teamroom 2.3.1 Update NVG Tool in Teamroom 2.1.2 Complete Screening Steps 2.1.3 Complete Screening Checklist 1.1.1 Receive Contact from Venture 2.2 Make Go/No-Go Screening Decision-1.2.1 Send NVG Tool to IBM Team 3.4.2 Assist in Negotiation Process 3.1.1 Complete Evaluation Steps 3.2 Log Status —— 6 3.3 Complete Alliance Agreement — 1.2.5 Receive Completed Tool 3 3.1.2 Perform Due Diligence છ 1.2.3 Complete NVG Tool 2.3.2 Notify Management 1.1.3 Meet New Venture 1.2.4 Send Tool to NVG 1.1.2 Conduct Research 1.2.2 Acquire NVG Tool 2.1.1 Score Opportunity 3.4 Complete Legal Review 0 3.1 Evaluate Opportunity -0 1.2 Submit NVG Tool 1.1 Identify Opportunity 2.1 Screen Opportunity... 1.3 Log Opportunity-1. Identification-2. Screening ... 3 Evaluation. S N N

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	3.8.1 Determine if TMC will pursue the opportunity	3.8.2 Assign TMC marketing lead	3.8.3 Define and execute co-marketing strategy	3.9 Conduct Steering Committee Review for Go/NoGo Decision	4. Deployment	4.1 Implement Contract with Customer ————— 6.2	4.1.1 Ensure proper invoicing	4.1.2 Update internal systems	4.1.3 Implement accounting treatment	4.2 Establish Project Office	4.2.1 Build Staffing Plan	4.2.2 Request Resources	4.2.3 Select Project Office Staff	4.2.4 Set up CLAIM	4.2.5 Communicate Status to Management	4.3 Develop Risk Assessment Planton (C)	4.4 Document Team Charter———— 63	4.4.1 Identify all key roles	4.4.2 Identify Interim Executive & Management Roles	4.4.3 Establish Operational Roles and Objectives	4.5 Document Project Charter	4.6 Develop Work Plan Including WBS	4.7 Define Deployment Scorecard	4.7.1 Measure Deployment Status Against Scorecard	
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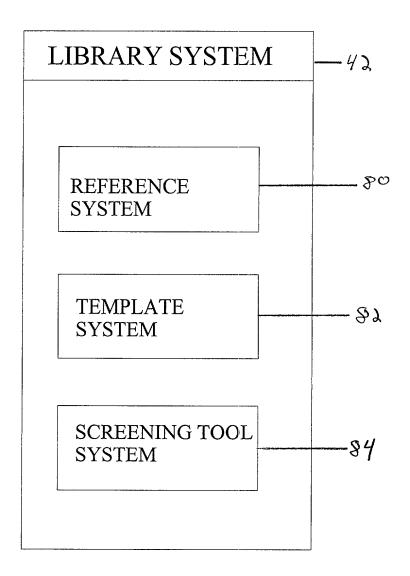


FIG. 6

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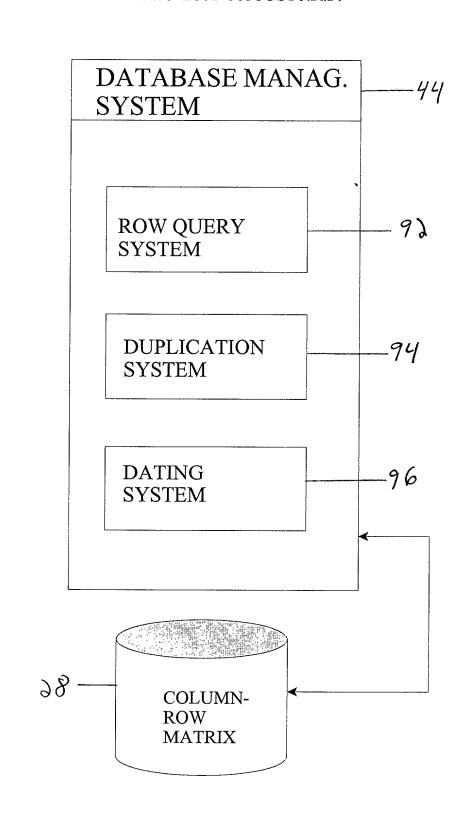
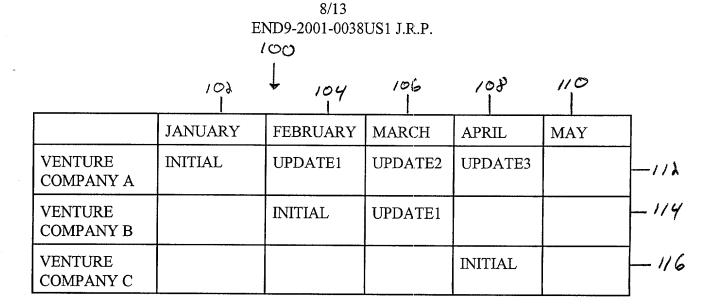


FIG. 7



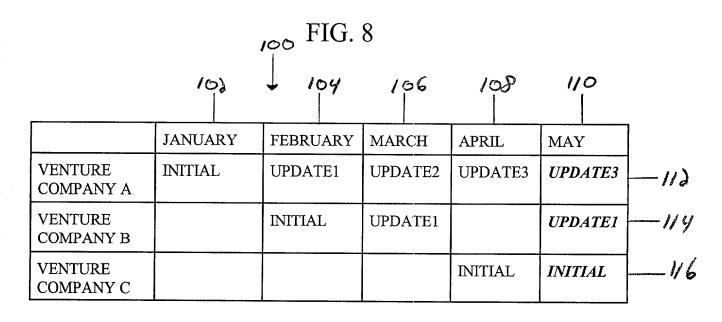
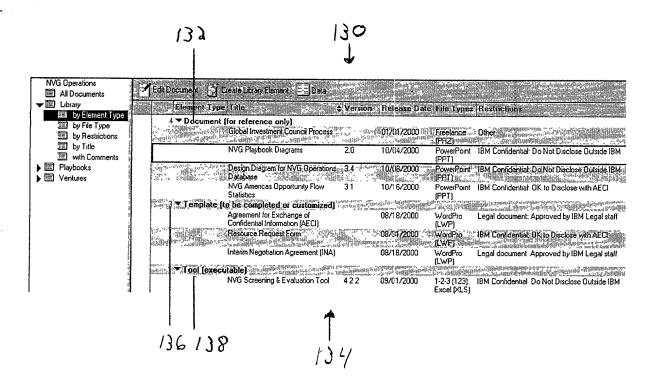


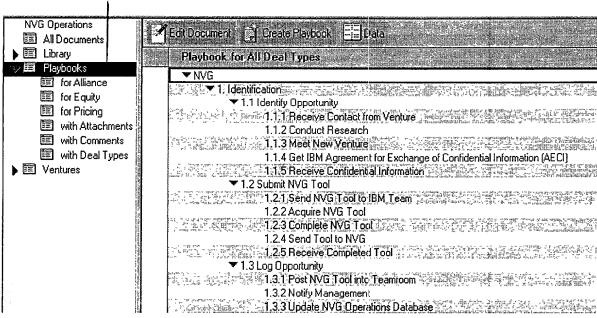
FIG. 9

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- 1000	Interim Negotiation Agreement (INA) NVG Americas Opportunity Flow Statistics	Document 3.1		Bar charts of the monthly opportunity flow to NVG for all oportunities and for IBM/Mercer opportunities	10/16/2000 05:16:45 PM
	NVG Playbook Diagrams	Document 2.0		Diagrams embedded in the NVG Playbook, This document is for presentations	
	NVG Screening & Evaluation Tool	Tool 4.2.2		Tool used to screen and evaluate opportunities submitted to NVG. Gathers key data and records	09/18/2000 02.37:05 PM
in formation of	Resource Réquest Form	Template		decisions at each phase. Template for requesting resources	09/18/2000 02:37:50 PM





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